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JULY/AUGUST 2008



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MARYLAND PORT ADMINISTRATION

World Trade Center Baltimore
401 E. Pratt St., Baltimore, MD 21202
Toll Free 1-800-638-7519

Executive Director

James J. White – 410-385-4401

Deputy Executive Director

M. Kathleen Broadwater – 410-385-4405

Director of Operations

Dave Thomas – 410-633-1043

Director of Engineering

Doug Matzke – 410-631-1150

Director of Finance

Vince Marsiglia – 410-631-1178

Director of Maritime Commercial Management

Michael Miller – 410-633-1143

Acting Director of Security

Mike Fischer – 410-385-4800

Director of Marketing

Richard Powers – 410-385-4731

OFFICE OF COMMUNICATIONS

410-385-4480

Director of Communications

Richard Scher

Communications Coordinator

Rebecca G. Barber

FIELD OFFICES

Chicago, Midwest	Lewis Vrinios – 708-408-5337
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Taiwan	Shin I. Lin – 886-2-2314-8952
Japan	Tac Ozaki – 81-426-44-5042
Latin America/Caribbean	Ricardo Schiappacasse – 410-385-4453

PUBLISHER

Media Two | 1014 W. 36th St. | Baltimore, MD 21211
410-828-0120 | Fax: 410-825-1002

President

Jonathan Witty

Chairman

Robert F. Martinelli

Editor

Pete Kerzel

Art Director

Darby Lassiter

Graphic Designers

Lanie Bologna, Libby Sanders

Advertising Account Executive

Steve Lassiter

Staff Writers

Kathy Bergren Smith, Blaise Willig
Merrill Witty, Tyisha Manigo

Staff Photographer

Kathy Bergren Smith

Project Director

Kim Fortuna

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Martin O'Malley



LIEUTENANT GOVERNOR

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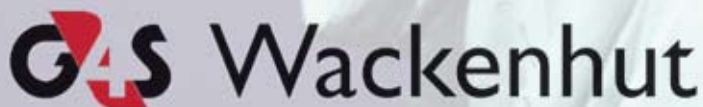
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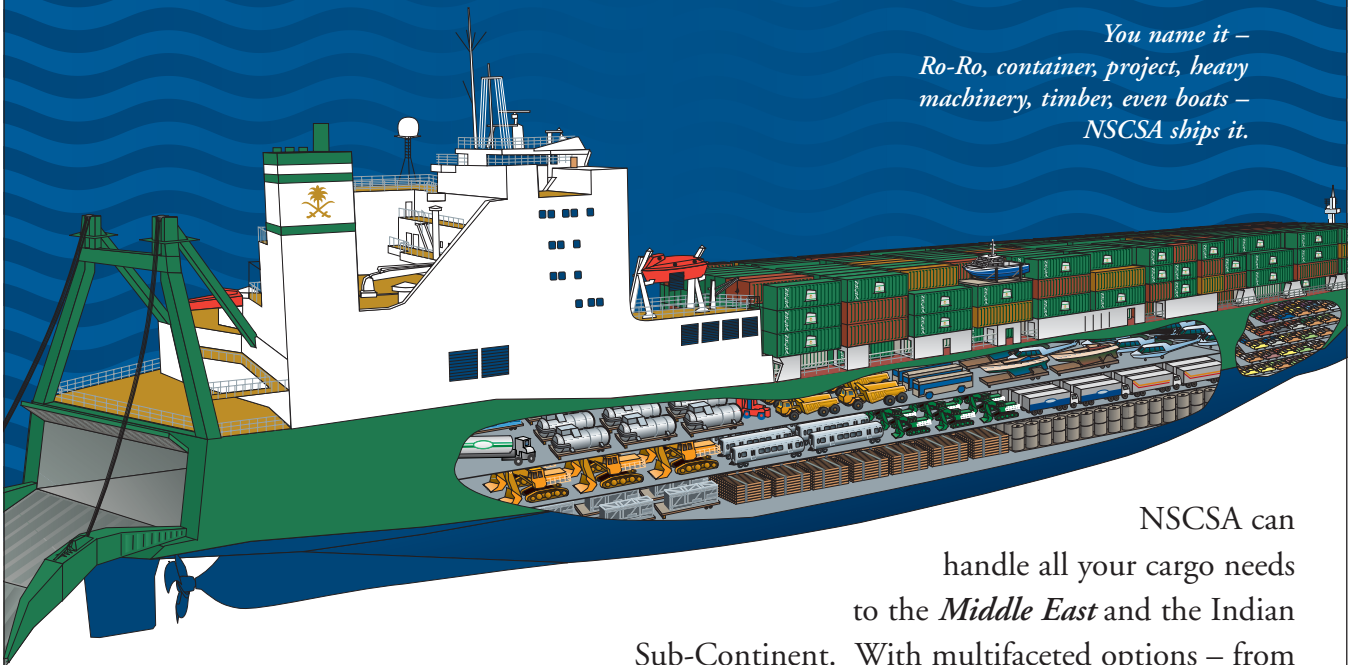
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Maryland Drydock's Container Contributions

COVER: Maryland Gov. Martin O'Malley is joined by students from Maree Garnett Farring Elementary School in Curtis Bay as they break ground on the Masonville Cove Environmental Education Center. The \$153 million project will transform one of Baltimore's most blighted waterfront sites into a thriving community centerpiece.

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The numbers are in and the results are clearly something to be proud about! It was an excellent year for both the public and private terminals in 2007.

According to figures recently released by the U.S. Census Bureau, the total value of cargo that moved through our Port was a record \$41.9 billion, a \$5 billion increase over 2006. Exports reached 11.3 million tons, which was 35 percent higher than the previous year and the highest since 1996.

Total foreign cargo moving through both the public and private terminals was 30.8 million tons. This means for the fourth straight year Baltimore exceeded

Like most of our nation's ports, Baltimore's imports in 2007 were impacted by the declining value of the American dollar. Maritime trade periodicals and other media outlets reported the dollar would have a negative impact on imports and they were right. Here at the Port of Baltimore, we saw a decline of a little more than 12 percent in imports for 2007. I expect imports to remain below par until the dollar value improves.

Our positive overall year allowed us to maintain our strong national standing. We remain No. 1 in the United States for roll-on/roll-off, trucks, imported forest products, imported gypsum and

Most Recent Statistics Prove Port's Success

more than 30 million tons of cargo handled.

General cargo through the public terminals last year reached an all-time high of 8.7 million tons. This marked the sixth consecutive record year of general cargo tonnage (autos, steel, forest products, roll-on/roll-off equipment plus containers) through the public terminals.

Exports skyrocketed for both the public and private terminals. Auto exports saw an increase of 80 percent; forest products were up 33 percent; steel soared 118 percent; and roll-on/roll-off units rose by 53 percent. The public terminals also registered a 10 percent increase in export containers.

imported ore. We also jumped from second to first for exported automobiles and for imported sugar.

Even during these tough financial times, we are showing the maritime community-at-large that the Port of Baltimore, with its highly proficient workforce and commitment to quality, has what it takes to survive and excel in this highly competitive business.



James J. White
Executive Director

SOUNDINGS

The happenings in and around the Port

SHIPPING

Fedora Named at South Locust Point

Wallenius Lines, along with its commercial operating company, Wallenius Wilhelmsen Logistics (WWL), named the newest member of its fleet *M/V Fedora* in a ceremony held at South Locust Point Cruise Terminal on April 25.

Fedora, owned by Wallenius Lines of Sweden and operated by Wallenius Wilhelmsen Logistics, represents a significant addition to WWL's vehicle capacity and demonstrates both companies' continued commitment to environmentally responsible operations. The name bestowed upon Hull 4446 maintains Wallenius Lines' tradition of naming its RO/RO carriers after the world's famed operas.



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Patricia Lane, wife of Deere & Company Chief Executive Officer Robert W. Lane, named the vessel. She was an appropriate choice to sponsor *Fedora* for her naming, given Wallenius' and WWL's longstanding relationship with Deere, makers of advanced products and services for agriculture and forestry and a major provider of products and services for construction, lawn and turf care, landscaping and irrigation.

"Long-term customer relationships are central to how we do business," said Christopher Connor, President of WWL Region Americas. "Deere products have been shipped by WWL (and legacy company vessels) for more than five decades, and we are incredibly proud of this history and enthusiastic about our ongoing partnership."

Measuring 227.8 meters long with a deck capacity area of 67,300 m², *Fedora* will become one of the world's largest

car carriers upon its introduction to WWL's fleet. The vessel's size and design give it a carrying capacity of 8,000 cars or a combination of 3,484 cars and 468 buses. Five of its 13 car decks are hoistable and four are strengthened for RO/RO cargo, allowing for maximum cargo-carrying flexibility.

With the incorporation of superior environmental technology into its design, *Fedora* embodies the company's prevailing dedication to being at the forefront of environmental responsibility in its ocean business.

Fedora's design reduces emissions by approximately 15 percent per transported unit, including a significant decrease in NOx emissions. The vessel's main engine operates at as low as 11 g/k Wh and its auxiliary engines are as low as 7.3 g/k Wh. Both achievements voluntarily exceed the international regulations of 17 g/kWh for main engines and 11.5 g/k Wh for auxiliary. The ship will also be equipped with a groundbreaking ballast water treatment system.

This cutting-edge system is the first to meet regulations set by the International Maritime Organization on ballast water. It ensures that when, at its point of departure, the vessel picks up its ballast water for ship stability, the organisms that the water contains do not affect biodiversity by being deposited in other areas along the ship's route.

The vessel's design also includes innovative systems for waste-sorting and recycling and large mixing tanks for cleaning agents. These elements minimize the use of chemicals, and those used are exclusively from the "white list" of agents with reduced environmental impact. *Fedora's* electronically controlled cylinders dramatically reduce the use of cylinder oil and all hydraulic systems use biodegradable oil. The ship holds a Green Passport issued by Lloyds Register.

Fedora's advanced design is a result of the long and valued partnership between Wallenius Lines and Daewoo Shipbuilding & Marine Engineering Co. Daewoo, based in Korea, is one of the world's foremost international ship builders. The company's delivery of the industry-leading *Fedora* marks its 16th vessel built for Wallenius Lines, with four more ships on order. 🌐





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CRUISES

Port Snags Worldwide Cruise Award

Royal Caribbean International (RCI) has presented the Port of Baltimore with its worldwide Best First-Turn award for customer satisfaction. Baltimore topped all international cruise ports served by Royal Caribbean to win the honor.

The award recognizes a passenger's pre-board experience at a cruise port. Pre-board includes cruise terminal location and accessibility, parking, security, baggage handling and the ease of

boarding the cruise ship.

"Royal Caribbean has been an outstanding partner for the Port of Baltimore and we are very proud of this international recognition," said Gov. Martin O'Malley. "We are committed to providing all of our customers with a first-class cruise experience from the moment they reach our terminal. This international award demonstrates that labor and staff at the Port of Baltimore are delivering on that commitment."

Royal Caribbean's 2008 cruise season from Baltimore began April 26 when *Grandeur of the Seas* returned for the first of 16 cruises from Baltimore to Bermuda, the Caribbean and New England/Canada.

"The Port of Baltimore has been a great partner with both RCI and its many service providers," said Juan Trescastro, Vice President of Land Operations, Worldwide Port Operations and Guest Port Services for Royal Caribbean. "Baltimore has been instrumental in providing our guests an outstanding first and last impression during their cruise vacation experience. To win Best First-Turn worldwide for the RCI brand shows the Port's dedication to

its partners and local community."

The Port's Cruise Maryland terminal at South Locust Point opened in 2006. The terminal offers onsite parking near the pier and is uniquely positioned less than 200 yards off Interstate 95. The cruise terminal is located only about 10 miles from BWI Thurgood Marshall Airport, while three other major airports are little more than an hour away. The 60,000-square-foot facility also includes seating for more than 750 people and has 36 mobile check-in stations.

"This award represents the hard work, pride and dedication of every person involved in the Royal Caribbean experience in Baltimore," said Cindi Schuman, Pier Manager for Destination Florida-New England, the ground operator who handles guest check-in for cruises from Baltimore. "Our guests benefit from the convenience of a wonderful cruise terminal adjacent to Interstate 95 and are only mere moments away from Baltimore's Inner Harbor. Whether arriving by plane or simply driving from their homes, the guest's pre-cruise experience is unparalleled in the industry." 🌐

NEWSMAKERS

Port Directory Expands Online

The annual *Port of Baltimore Directory*, the latest edition of which became available in April, now has a Web-based companion with additional features.

The Port's official online directory, accessible at www.POBdirectory.com, provides many of the same valuable resources as the print version, including listings of hundreds of Port-related businesses and organizations. Plus, the easy-to-use online database is searchable by company

name, category, city or keyword.

Companies that do business with the Port of Baltimore are encouraged to make sure their most current contact information is available online. Existing listings may be updated or new listings submitted free of charge by visiting www.POBdirectory.com.

The *Port of Baltimore Directory* is produced by Media Two in cooperation with the Maryland Port Administration and Baltimore County Chamber of Commerce. Sponsorship is provided by the Baltimore Development Corporation. 🌐



NEWSMAKERS

Customer Service Pledge Renewed

The Baltimore Port Alliance recently hosted signatories who recommitted their agencies and associations to the Port of Baltimore Customer Service Pledge. The working document is renewed on a regular basis to affirm that Port customers will receive the highest level of customer service possible.

The Port of Baltimore is believed to be the only facility in the United States to boast such a pledge.

Those participating in the customer service pledge include the Association of Maryland Pilots, Baltimore Custom Brokers & Forwarders Association, Intermodal Council of the Maryland Motor Truck Association, International Longshoremen's Association,



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First Call for *Morning Caroline*

Morning Caroline, a pure car/truck carrier in the Eukor Car Carriers Inc. fleet, recently made its maiden voyage to the Port of Baltimore, discharging Hyundai and Kia vehicles and loading Chrysler vehicles and a Korea-bound Manitowak crane.

One of 90 ships in the company's fleet, *Morning Caroline* can hold 6,200 vehicles on its 13 decks, including a special SUV deck and three liftable decks that afford the flexibility to handle large RO/RO and project cargo.

She is 194.11 meters long, 32.26 meters wide and can reach cruise speeds of 18.5 knots. The line calls on Baltimore three or four times a month.

Agent: Inchcape Shipping Service

Stevedore: MTC-East

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Cargo Departs on *Glory*

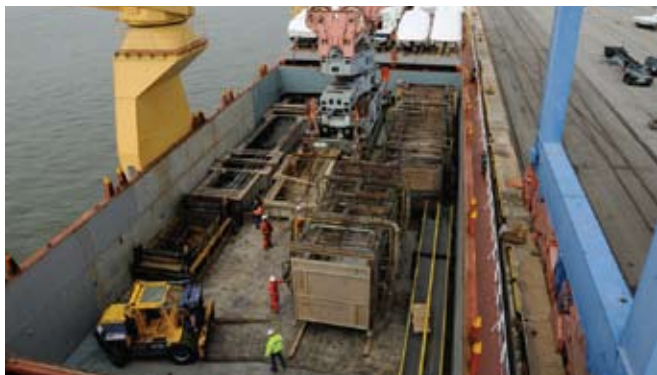
Heavy lift and project cargo destined for Piraeus, Greece, was loaded onto *Glory*, a Stellar Line S.A. vessel that recently made its initial call on Baltimore. Fifty-five pieces totaling 603 metric tons were loaded at Dundalk Marine Terminal.

The Antigua & Barbuda-flagged ship was built by the Chongqing Shipbuilding Industry Company in China and measures 381 feet long, 59 feet wide and can cruise at 12 knots. It features two, portside-mounted cranes capable of lifting 35 metric tons.

Agent: Trans-Atlantic Agencies, Inc.

Stevedore: Ports America Baltimore, Inc.

Towing: Moran Towing of Maryland



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From left, Raymond J. Miller of Mitsui O.S.K. Lines, Capt. Nerico M. Autajay, MPA's Cindy Burman and Jack Leishear Jr. of Norton Lilly mark the maiden voyage of *Swan Ace*.

Vehicles Travel on *Swan Ace*

M.V. Swan Ace, one of 27 vessels in the Mitsui O.S.K. Lines Co., Ltd. fleet, recently discharged and loaded vehicles during its first stop at the Port of Baltimore.

Built by Minami Nippon Shipping Co. in Japan, the Bahamas-flagged vessel is 199.95 meters long, 32.20 meters wide and can reach cruise speeds of 19 knots. She can carry 5,200 units and features starboard center and stern ramps.

The line calls on Baltimore more than 60 times a year.

Agent: S5/Norton Lilly International

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Towing: Moran Towing of Maryland 🌐

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Richard A. "Rick" Bauman Jr.

Brown's New Master has a Keen Sense of Vessel's History

The Liberty ship SS *John W. Brown* was on a goodwill mission to Halifax, Nova Scotia, when a Canadian visitor wisecracked about her aging crew's obsession with preserving the Baltimore-born vessel: "You're a bunch of old men with the biggest toy in the world."

Richard A. "Rick" Bauman Jr. laughs at the memory, though there's some truth to the statement.

"This class of ship touched more people than any other ship in history," explains Bauman, who was named the *Brown's* Master in March, succeeding the late George L. Maier. "People sailed on Libertys. People launched, built and helped scrap Libertys. People emigrated on these ships from Europe. Liberty ships were ubiquitous, I guess you'd say."

Bauman has been one of the faithful for almost two decades, since the *Brown* was salvaged from the James River Reserve Fleet and towed to Baltimore. He rode the ship from Norfolk, Va., in 1988 and the salvage mission helped Bauman, 55, come full-circle in his appreciation of Liberty ships.

As a child, his ex-merchant marine father regaled him with tales of the hulking behemoths, which drew their name from a speech by President Franklin D. Roosevelt, who said the ships would help liberate Europe during World War II.

"My father was a merchant mariner who sailed on five Liberty ships during World War II," recalls Bauman, a Senior Chesapeake Bay Pilot with the Association of Maryland Pilots. "When I was a kid, all his sea stories

BY PETE KERZEL | Photography By Kathy Bergren Smith

were about Liberty ships. It was nice to have a real example."

Bauman says the *Brown* was "a mess" when she returned to Baltimore, where she was built in 41 days at the Bethlehem-Fairfield Shipyard. After the war — during which the *Brown* made 13 voyages to the Persian Gulf and Mediterranean and helped liberate southern France in 1944 — she served from 1946-1982 as a floating vocational high school in Manhattan.

Dundalk Marine Terminal hosted a rededication ceremony in September 1988 and the *Brown* was to serve as a memorial museum. A cadre of volunteers — some from as far away as England and New Zealand, but most of them Baltimoreans with a sense of heritage — have ensured that mission is fulfilled.

Some are former crewmembers, others the children of those who sailed in the great convoys of World War II. Volunteers perform electrical work, paint, repair hydraulic motors, handle administrative duties, staff the ship museum and oversee youth programs.


"They're here for the same reason — the joy of keeping this old gal alive," says Bauman, the *Brown's* Chief Mate for 19½ years.

As Master, Bauman supervises activities that allow the *Brown* to function as a fully operational ship. He works with the U.S. Coast Guard to see that certifications are current, oversees the sea, safety and life-saving systems on board, works with about 150 volunteers who have contributed more than two million man-hours and directs a crew of 70 when the ship is at sea.

The *Brown*, one of 2,750 Liberty ships constructed, is currently berthed at Pier One in Canton on state-owned property. An aging group of volunteers is slowly handing over the watch, and Bauman hopes to honor them by finding a permanent berth for one of only two surviving Liberty ships so that her history can be preserved for future generations.

"The ship's more well-known internationally than it is in Baltimore," says the Padanaram, Mass., native. "In days when ships were the only method to get around the world, these ships touched so many people in one way or another. To make this ship live, that's what's important to our volunteers." 🌐

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BY PETE KERZEL

Environmental Education Center Jewel of Masonville Cove Restoration Project

Kayakers and canoeists will soon be able to float placidly upon the waters of Masonville Cove without dodging treacherous floating timbers and submerged wrecks. Hikers and bikers will navigate trails while counting species of birds rather than discarded beer cans. A new environmental habitat will revitalize the neighborhoods of Brooklyn and Curtis Bay, allowing community members access to a once-blighted waterfront.

Joined by students from Maree Garnett Farring Elementary School in Curtis Bay, Gov. Martin O'Malley, a host of state and local government officials and area business and community leaders recently broke ground for the \$153 million Masonville Cove Environmental Education Center, a restoration project that will transform

one of Baltimore Harbor's most contaminated sites into an area benefiting wildlife and the Port of Baltimore. The center is expected to open by December 2008.

"This project is a wonderful example of how government and local communities can work together to produce something positive," says Gov. O'Malley. "For years, this was an area that was unclean, unkempt and unsafe. Very soon, it will be a place to learn about the environment, to spot wildlife and enjoy outdoor recreation using some of our state's beautiful natural resources."

The environmental center is the jewel of the development, which will also include improvements to stream and fish habitats and trash interceptors that will keep storm water runoff debris from entering Baltimore Harbor. Maryland Environmental



BILL MCALLEN

Service will manage the project.

"The Chesapeake Bay and the river systems that feed it are some of our most precious assets," adds Baltimore Mayor Sheila Dixon. "This education center will help us teach young people about how the environment affects us, and what we can do to preserve it."

Members of the Concerned Citizens for a Better Brooklyn and the Brooklyn-Curtis Bay Coalition have been busily mapping out site plans, says Carol Eshelman, a community activist who is excited that residents can soon enjoy waterfront access for the first time in decades.

"There were some concerns and fears — there always are with a project like this. Some community members spoke out against it. But a majority realized that there were more positives than drawbacks," says Eshelman, Executive Director of the Brooklyn-Curtis Bay Coalition.

Engaging community members as partners was a key to the Maryland Port Administration's latest effort to use dredge materials to reinvigorate lost parcels of land and waterways into functioning ecosystems. Area residents attended town meetings and joined advisory and oversight panels discussing the project.

"When we started this process, there was no trust of government from the community," explains MPA's Frank Hamons, Deputy Director for Harbor Development. "We had to build that trust from 2003 until today by following up and doing the things we said we'd do. What that's done is build trust, and trust is the basis for teamwork."

MPA Executive Director James J. White says the partnership between public and private groups formed the basis for success.

"I would like to commend our entire MPA team on this magnificent achievement. Without reaching out to the private sector, Masonville would not be the environmental success story it soon will be," White says. "A major reason for Masonville's success is due to the relationships MPA has cultivated with local communities.

"While it is critically important to the future of this Port that we continue to look for possible dredge placement sites, we must also remember our responsibility to the surrounding neighborhoods. There are many reasons why Maryland and the Port of Baltimore are nationally renowned for our dredged material management program, but one key reason are the extremes that we take to include the local citizenry in our projects. Without

tons of concrete rubble; and 2,047 pounds of PCB-containing electrical equipment.

About 25 abandoned vessels were located in the water at the site, the former home of Kurt Iron and Metal and Maryland Shipbuilding and Drydock Company. When the project is finished, 46 of the 52 cleaned acres will be placed under a conservation easement to be held by a community land trust, Hamons adds.

"The Masonville Cove Environmental



BILL MCALLEN

Opposite page, bottom: Baltimore Mayor Sheila Dixon and Gov. Martin O'Malley address the crowd at the Masonville ceremony. Above: Officials and guests break ground for the \$153 million project. Right: An artist's rendering of the completed environmental center.



the local support, projects like Masonville would not succeed."

Last year, MPA began cleaning up approximately 22 acres of shoreline along the Middle Branch of the Patapsco River. Already, about 30,000 tons of trash and debris has been removed, with another 10,000 tons to be cleared. Some of the debris dates back more than a century to the Great Baltimore Fire of 1904. The cleanup has removed 199,947 gallons of petroleum-tainted water; 6,250 tons of timber; 122

Education Center is the perfect example of taking a negative and transforming it into something special," says Maryland Transportation Secretary John D. Porcari. "I look forward to seeing the completed product."

Some of the debris removed from the site will be recycled into more environmentally friendly purposes — salvaged concrete will become a fisheries habitat — and the Masonville Cove Environmental Education Center will be a "near-zero,



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net-energy" building. This designation includes using the latest environmental advances to operate the building, including a ground source HVAC system and solar energy power. The center will have other "green" features incorporated into the design and construction, including fresh air energy recovery, recyclable materials and efficient building standards with minimal energy input.

"(Community members) wanted to go green. ... It will minimize maintenance costs and if the building is designed correctly, it will take less (energy) to heat it and less to light it," Hamons said.

"All work will be tied to standards in literacy, math and the sciences so that students will learn from the environmental work and graduate into 'greener' opportunities."

The Living Classrooms Foundation and the National Aquarium in Baltimore will be developing and running educational programs at the environmental center.

"We will build a coalition of partners ... so that we can work with students — not only from Baltimore but from across the state," says Scott Raymond, Vice President of Living Classrooms Foundation. "All work will be tied to standards in literacy, math and the sciences so that students will learn from the environmental work and graduate into 'greener' opportunities."

The connection with the aquarium was a natural fit.

"Wetlands are essential to the vitality of the Chesapeake Bay, and by involving the community in restoration projects that are in their own backyard, people connect with the Bay and develop a vested interest in protecting it for future generations," says David Pittenger, the aquarium's Executive Director. 🌐

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CHARTING A NEW COURSE



BY MERRILL WITTY

Photography by Kathy Bergren Smith

Grant Funds Transportation Industry Studies at Anne Arundel Community College

Leanna Billings, an Import Specialist at FedEx in Baltimore, was looking for "an easily accessible program" to further her education in the transportation industry.

"I have a husband and a child, and I work 40 hours a week," says the 26-year-old, who is also Vice President of the Baltimore Customs Brokers and Freight Forwarders Association.

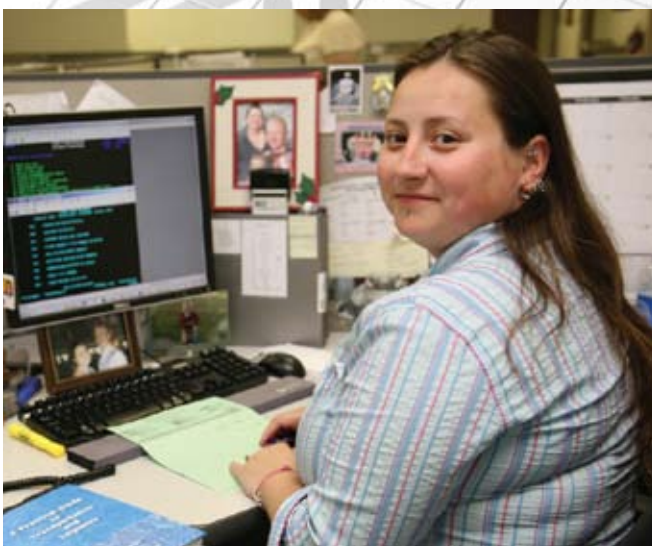
Despite being a motivated go-getter, Billings couldn't drop everything to go to school full time, so when she heard about the new program in Transportation, Logistics and Cargo Security at Anne Arundel Community College (AACC), she investigated the offerings, then applied to join it.

One of the key goals of the program, funded through a \$2 million grant from the U.S. Department of Labor, is to provide an opportunity for 300 existing transportation workers like Billings to upgrade their knowledge and skills. As an incentive, the cost of tuition, fees and textbooks is covered for eligible students.

Through the grant, AACC will partner with local workforce investment boards, local and national cargo handling employers, local Job Corps centers, trade associations, state and local school systems, the Port of Baltimore and the Baltimore-Washington International Thurgood Marshall International Airport in a unique program.

A credit certificate program will create a pipeline of transportation, logistics and cargo industry workers. Core courses, in both online and face-to-face format, include such areas as airport and seaport operations, homeland security issues, domestic and international freight operations and supply chain management. An internship is available in cargo/transportation.

"It broadens your horizons when you take classes like these. You see the complete picture," says Mary Jane Norris, Manager of



FedEx Import Specialist Leanna Billings benefited from the new program at Anne Arundel Community College that trains transportation and maritime workers. The program is funded through a \$2 million grant from the U.S. Department of Labor.

Port Operations Services for the Maryland Port Administration. Norris represents the Port of Baltimore on the advisory committees overseeing programs for Anne Arundel and Cecil County community colleges in Maryland and Elizabethtown College in Elizabethtown, Pa.

Upgrading the knowledge and skills of members of the current workforce is equally important. This is achieved through courses in hazardous materials transportation, preparation for import/export broker licensing, studies of packaging specifications and regulations, warehouse workplace safety and homeland security issues pertaining to air freight and cargo.

College officials will reach out to targeted populations — high school students, out-of-school youth, Job Corps participants, unemployed individuals and displaced workers — to fill the program's ranks. Curricula will be accessible through national associations such as the League for Innovation in the Community College and the National Council for Continuing Education and Training.

As part of the scheduled grant activities, AACC will provide presentations at national conferences, as well as training and technical assistance to strategically targeted community colleges to ensure program integrity and compliance. Under this project, a minimum of 248 individuals will be recruited, screened, assessed and trained. Billings is not the only incumbent transportation worker to leap at the chance to get involved in the program, which began during the spring semester. As of April there were already seven introductory sessions in progress.

"I do think this is a tremendous opportunity for those in the industry, especially with the tuition and fees paid for by this federal grant," says Gloria Sandstrom, the grant's Project Director at the Arnold-based school's Center for Workforce Solutions. "We've gotten a great response from those who already work in the industry."

Norris hopes this is the beginning of a new cycle that will ensure qualified workers in Port-related businesses.

"As a Port, we are thrilled to death with this new program," Norris says. "It will

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serve two purposes. One, young people who don't know much about the Port and Port business will have this great opportunity to learn what's available. And, two, incumbent workers will be given a chance to study and learn more about their own business as well as other facets of international commerce."

Billings is already convinced that the curriculum's comprehensive approach provides tangible benefits.

"The program is helping me understand the whys of my job," she explains.

For additional information regarding the grant, contact Gloria Sandstrom at 410-777-2052 or at gjsandstrom@aacc.edu.



Course Offerings

The following educational institutions partner with the Port of Baltimore to offer courses in the transportation industry, ranging from full-time bachelor's and master's degree programs to specialized training. Contact the colleges or universities for more information on their specific course offerings.

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BY TYISHA MANIGO

COURTESY OF LOTUS

Inside of the Pasha Vehicle Processing Center at the Dundalk Marine Terminal sits a variety of colorful and expensive luxury vehicles. Amid the Porsches already perfectly aligned by rows, are a series of bright blue, neon yellow, iridescent green and gleaming white high-end, high-performance Lotus cars. This summer marks the first year that the England-based sports cars have been processed out of the Port of Baltimore.

For Pasha Automotive Services, the addition of Lotus in Baltimore is symbolic of its strong commitment to providing quality work and complete automotive services.

"It's like handling a crate of eggs," Earl Hansen, Pasha's Vice President of Business Development for the Automotive and Logistics Division, says of the work his company does. "If you move a crate of eggs, there's a very good chance that it's going to break. So you want

the people who are handling the product that are professional folks. Each one of our people was hand-selected."

At Pasha, that means everyone who comes in contact with a vehicle is highly skilled.

"They have to be qualified in something related to automobile service work, from the guys who merely shuttle the vehicle back and forth, whom we consider professional drivers, to the folks who do the body and paint repair and survey work on the vehicles to the folks working in our office who control our inventory," Hansen explains.

Pasha executives say the company's relationship with Lotus goes back six years. Lotus cars were initially processed in California out of the Port of San Diego, but once the 100,000-square-foot Pasha Vehicle Processing Center opened its doors last summer, Baltimore was added as an East Coast location.

"We've been handling (Lotus cars) for a while on the West Coast," says Hansen. "When we moved to Baltimore, we offered our services (to Lotus) here and they came to us here."

Currently, only two types of Lotus vehicles — the Elise and the Exige — are processed out of the Port, says Lotus Cars Field Service Engineer Michael Fisher. The Elise is described as an open-top roadster, while the Exige is a two-door sports car. Manufacturer's suggested retail prices for the vehicles range from \$46,000 to \$64,000.

Fisher says Lotus cars are shipped in containers, as opposed to a standard RO/RO ship, so that they are better protected during transit. The number of cars that come into Pasha's processing center varies, as cars are imported depending upon needs and requests from Lotus dealers to the manufacturer. Annual sales for Lotus are between 800 to 900 cars, according to Fisher.

He says the Port was a good fit for Lotus, given his company's long relationship with Pasha and the benefits of working out of Baltimore.

"I think one of the reasons they went with Baltimore is because it's closer to England, and also because (Pasha) can provide inside storage of the cars at their facility," Fisher says.



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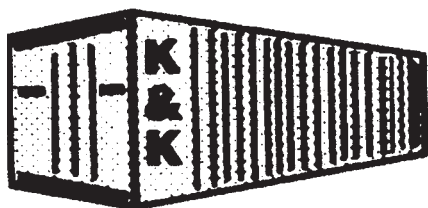


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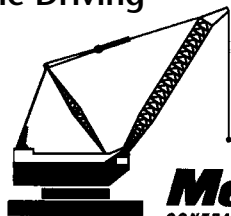


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Robert Krichton of Pasha Automotive Services inspects a Lotus vehicle at the company's Dundalk Marine Terminal Processing Center. This summer marks the first year Lotus' high-performance cars are being processed through the Port of Baltimore.

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Hansen says Pasha oversees the entire process from the point the Lotus cars come into the Port until they are delivered to the dealer. It's a very detailed process that can require, among other things, body and paint repairs, tire/wheel replacement, climate control storage for paper products such as owner's manuals and checking for surface scratches, chips and damages that the average customer wouldn't even notice.

A lot of eyes are constantly on each and every car that comes through the processing center, says Hansen.

"Our supervision is out there all the time to make sure everything is working properly and that the vehicle is delivered to the dealer as clean and as damage free as possible," he adds.

Once the survey work and repairs are complete, the vehicles are shipped to those dealers who have orders, Fisher says. The Lotus cars coming out of the Port go to dealers all over the East Coast and some parts of Texas, he says.

The time between when Pasha processes the Lotus cars to when they are sent to the dealers can vary according to a dealer's need.

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"We can receive an automobile today and they may call for it tomorrow," Hansen says. "On the flip side, because of a particular color of the vehicle or whatever, they might not have a call for it for several days, so it could sit here for several days. It depends on their dealers and their sales."

Hansen adds that there are plenty of reasons, given the Port's "pro-automobile" stance, its central location, and quality programs like industry-leading Quality Cargo Handling Action Team (QCHAT) — which brings together Maryland Port Administration representatives and automobile customers to solve problems and devise stronger strategies — that keep manufacturers like Lotus and others coming to Baltimore to do business.

"There's a lot of benefits to being in the Port of Baltimore for automobile customers," he says. "The Port plays a very key role in customer satisfaction in the Port of Baltimore and that's very important to every manufacturer. That's why they want to be here."

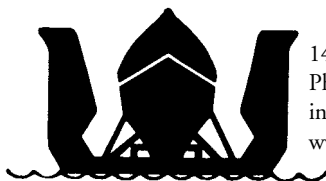
In addition to Lotus and Porsche, which are processed out of the company's Baltimore location, Pasha also processes Acura, Bentley, Chrysler, General Motors, Nissan, Porsche and Volkswagen vehicles in California. Pasha is the world's largest processor of Porsches, with the majority of Porsche vehicles being processed out of the Port of Baltimore. 🌐

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The company converted a dozen T-2 oil tankers by removing the bow and stern of the ship and constructing a new mid-body section. These "jumboized" tankers required precision

drydocking and launching for which the yard became famous. During the 1950s, Maryland Drydock employed some 2,200 workers.

Beside the *MV Floridian* and sister the *MV New Yorker*, the first container ships, Maryland Drydock also built the first Navy ship designed specifically for polar service, the *USNS Point Barrow*. In 1950, the yard launched the *MV Islander*, a ferry that served Martha's Vineyard from 1950 until 2007. The Harbor Tunnel was built in sections at Maryland Drydock.

The list of major projects undertaken at Maryland Drydock is long and illustrious, but like many of the major shipyards on the East Coast, the yard was ultimately shuttered for economic reasons in 1984.

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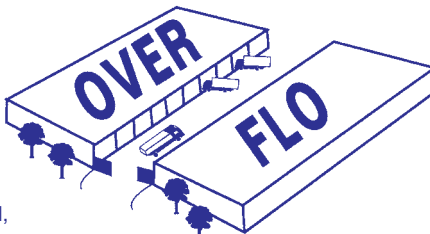
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